

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

3/5/2021 | 7:05 PM CST

Andy Wallace
Revelae Group LLC
2567 E Garwood Road
Hayden, Idaho 83835

Re: RFQ # 96161, Gaiter Masks Coverings

Dear Mr. Wallace:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 96161 for Gaiter Masks Coverings. This letter hereby notifies you of Metro's intent to award to Revelae Group LLC, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Christopher Wood, BAO Representative, at 615-862-6710 or at Christopher.Wood@nashville.gov.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Terri Ray by email at Terri.Ray@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

Enter Solicitation Title & Number Below						
RFQ 96161- Gaiter Mask Coverings	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	0.00%	0.00%	\$0	\$0	\$700,755
Offeror's Name	Bids	SBE	Participation Incentive Threshold	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Ferguson Enterprises	\$1,329,958.27	\$0	\$0	\$0	\$1,329,958	Evaluated
Kalci Soccer LLC	\$1,824,810.25	\$0	\$0	\$0	\$1,824,810	Evaluated
NashvilleTN Store	\$952,233.32	\$0	\$0	\$0	\$952,233	Evaluated
revelae group llc	\$700,755.00	\$0	\$0	\$0	\$700,755	Awarded

Offerors Deemed Non-Responsive

Offeror Name	Reason
Blink Marketing, Inc.	Submitted quote deemed not responsible to solicitation due to penny bid submission (R4.12.030.14.2)
KAN Heritage INC.	Provided sample material not Jersey Mesh per specification of solicitation per department inspection (R4.12.030.14.3)
Buyer's Point	Provided sample material not Jersey Mesh per specification of solicitation per department inspection (R4.12.030.14.3)
Jayour LLC	Sample Received past deadline according to the solicitation
Staples, Inc.	Failure to adhere to solicitation requirement for requiring a minimum order to be placed

No Formal Offer Received

Offeror Name	Reason
Bayside Printed Products	Sample Received but no Quote Received in ORACLE/iSupplier as required by the solicitation
Grainger (Reflective Apparel Factory)	Sample Received but no Quote Received in ORACLE/iSupplier as required by the solicitation
Seven Solutions Medical Products	Sample Received Late but no Quote Received in ORACLE/iSupplier as required by the solicitation
Urban Nation Apparel	Sample Received but no Quote Received in ORACLE/iSupplier as required by the solicitation



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

2/17/2021 | 9:49 AM CST

Kimberly Mesler
Buyer's Point
2300 Tall Pines Drive, Suite 110
Largo, FL

Mesler.Kim@buyerspoint.com - SENT VIA EMAIL

RFQ 81163 – Gaiter Mask Coverings

Dear Kimberly Mesler:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was not minimally responsive to the requirements of the solicitation.

Specifically, the submitted bid was non-responsive due to the provided sample failing to meet minimum specifications outlined within the solicitation (R4.12.030.14.3).

Thank you for participating in Metro's competitive procurement process.

Kind Regards,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Chief Procurement/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

cc: Solicitation Files



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

2/17/2021 | 9:49 AM CST

Issac Dana
Jayour LLC
1222 Avenue M, Suite 502B
Brooklyn, NY 11230

serviceez123@gmail.com - SENT VIA EMAIL

RFQ 81163 – Gaiter Mask Coverings

Dear Issac Dana:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was not minimally responsive to the requirements of the solicitation.

Specifically, the submitted bid was non-responsive due to the provided sample not being received by the deadline established in the solicitation.

Thank you for participating in Metro's competitive procurement process.

Kind Regards,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Chief Procurement/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

cc: Solicitation Files



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

2/17/2021 | 9:49 AM CST

Abhishek Agrawal
KAN Heritage INC.
7620 Folsom Auburn Rd
Folsom, CA 95630

kanheritage@gmail.com - SENT VIA EMAIL

RFQ 81163 – Gaiter Mask Coverings

Dear Abhishek Agrawal:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was not minimally responsive to the requirements of the solicitation.

Specifically, the submitted bid was non-responsive due to the provided sample failing to meet minimum specifications outlined within the solicitation (R4.12.030.14.3).

Thank you for participating in Metro's competitive procurement process.

Kind Regards,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Chief Procurement/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

cc: Solicitation Files



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

2/17/2021 | 9:49 AM CST

Danny Gardner
Blink Marketing, Inc.
318 Seaboard Lane, Ste 101
Franklin, TN 37067

danny@blinkmarketing.com - SENT VIA EMAIL

RFQ 81163 – Gaiter Mask Coverings

Dear Danny Gardner:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was non responsive as it did not conform in all material respects to the Invitation to Bid.

Specifically, the submitted bid was non-responsive due to the penny bid submission for five (5) of the lines on the cost spreadsheet.

Thank you for participating in Metro's competitive procurement process.

Kind Regards,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Chief Procurement/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

cc: Solicitation Files

Certificate Of Completion

Envelope Id: 37DD6CC0772743B69991FDD55387F1AF

Status: Completed

Subject: Updated - NonResponsive Letter - RFQ #96161 Gaiter Mask Coverings

Source Envelope:

Document Pages: 4

Signatures: 4

Envelope Originator:

Certificate Pages: 2

Initials: 0

Procurement Resource Group

AutoNav: Enabled

730 2nd Ave. South 1st Floor

Envelopeld Stamping: Enabled

Nashville, TN 37219

Time Zone: (UTC-06:00) Central Time (US & Canada)

prg@nashville.gov

IP Address: 170.190.198.185

Record Tracking

Status: Original

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Location: DocuSign

2/5/2021 7:10:04 AM

prg@nashville.gov

Signer Events

Signature

Timestamp

Michelle A. Hernandez Lane

michelle.lane@nashville.gov

Chief Procurement Officer/Purchasing Agent
MetroSecurity Level: Email, Account Authentication
(None)*Michelle A. Hernandez Lane*Signature Adoption: Pre-selected Style
Using IP Address: 170.190.198.185

Sent: 2/5/2021 7:18:01 AM

Viewed: 2/8/2021 8:37:42 AM

Signed: 2/17/2021 9:49:41 AM

Electronic Record and Signature Disclosure:

Not Offered via DocuSign

In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events

Status

Timestamp

Certified Delivery Events

Status

Timestamp

Carbon Copy Events

Status

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Terri L. Ray

Terri.Ray@nashville.gov

Senior Procurement Officer

Metropolitan Government of Nashville and Davidson
CountySecurity Level: Email, Account Authentication
(None)**COPIED**

Sent: 2/17/2021 9:49:43 AM

Viewed: 2/17/2021 11:14:44 AM

Electronic Record and Signature Disclosure:

Not Offered via DocuSign

Witness Events

Signature

Timestamp

Notary Events

Signature

Timestamp

Envelope Summary Events

Status

Timestamps

Envelope Sent

Hashed/Encrypted

2/5/2021 7:18:01 AM

Certified Delivered

Security Checked

2/8/2021 8:37:42 AM

Signing Complete

Security Checked

2/17/2021 9:49:41 AM

Envelope Summary Events	Status	Timestamps
Completed	Security Checked	2/17/2021 9:49:43 AM
Payment Events	Status	Timestamps

METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

John Cooper
Mayor



Kevin Crumbo
Director of Finance

2/25/2021 | 5:39 PM CST

All Proposers on RFQ 96161 – Gaiter Masks Coverings

Dear Proposers:

Please be advised that the intent to award to Staples Inc. (HiTouch Business Services) is hereby rescinded, as the Purchasing Agent has determined it is in best interest of Metro to do so as the offer received by Staples Inc. (HiTouch Business Services) was non-responsive to the solicitation requirement for requiring a minimum order to be placed. All responsible offers will be re-evaluated and a new intent to award will be issued once complete.

Respectfully,

Michelle A. Hernandez Lane

Michelle A Hernandez Lane
Chief Procurement Officer/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

cc: Solicitation Files

Procurement Division
730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179



Neck Gaiter Spec Sheet

RFQ #96161

Materials:

1 ply Knit jersey mesh, 130 gsm Microfiber, 100% polyester

Construction:

Hemmed edges, single seam line down the middle

Unit size:

- Adult size: 11" W x 14" H
- Youth size: 9" W x 10" H

Packaging (individually wrapped):

- Adult size: 1 pc/bag, 10pcs/inner bag, 500pcs/ct,
Carton size: 18x18x18, gross weight: around 42 lbs
- Youth size: 1 pc/bag, 10pcs/inner bag, 500pcs/ct,
Carton size: 18x18x18, gross weight: around 35 lbs

We do not foresee the 5-week delivery time being a concern; however, these will be shipped via FedEx/UPS and they are experiencing major delays right now due to COVID.

After initial order, first 1,000 of each adult and youth size of MNPS gaiter can be ordered in any quantity but after the first 1,000, we will require a minimum order of 500 pieces of each style per order and pricing will increase based on the smaller order quantity. Public works gaiter will require a minimum order of 500 pieces after initial order and pricing will increase based on smaller order quantity.

Sample was sent via UPS tracking # 1Z5X06870258725037.

(Note: Samples are stock sizing, but final product will match requested size)

Certificate Of Completion

Envelope Id: C311E03722AF4247A5F1926A9F8F5C13

Status: Completed

Subject: Rescind Letter for RFQ #96161 Gaiter Masks Coverings

Source Envelope:

Document Pages: 2

Signatures: 1

Envelope Originator:

Certificate Pages: 2

Initials: 0

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IP Address: 170.190.198.185

Record Tracking

Status: Original

Holder: Procurement Resource Group

Location: DocuSign

2/23/2021 8:09:04 AM

prg@nashville.gov

Signer Events

Signature

Timestamp

Michelle A. Hernandez Lane

michelle.lane@nashville.gov

Chief Procurement Officer/Purchasing Agent
MetroSecurity Level: Email, Account Authentication
(None)*Michelle A. Hernandez Lane*Signature Adoption: Pre-selected Style
Using IP Address: 170.190.198.185

Sent: 2/23/2021 8:14:35 AM

Viewed: 2/25/2021 5:39:35 PM

Signed: 2/25/2021 5:39:39 PM

Electronic Record and Signature Disclosure:

Not Offered via DocuSign

In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events

Status

Timestamp

Certified Delivery Events

Status

Timestamp

Carbon Copy Events

Status

Timestamp

Terri L. Ray

Terri.Ray@nashville.gov

Senior Procurement Officer

Metropolitan Government of Nashville and Davidson

County

Security Level: Email, Account Authentication
(None)

Electronic Record and Signature Disclosure:

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Sent: 2/25/2021 5:39:40 PM

Viewed: 2/25/2021 5:43:53 PM

Witness Events

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Notary Events

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Envelope Summary Events

Status

Timestamps

Envelope Sent

Hashed/Encrypted

2/23/2021 8:14:35 AM

Certified Delivered

Security Checked

2/25/2021 5:39:35 PM

Signing Complete

Security Checked

2/25/2021 5:39:39 PM

Envelope Summary Events	Status	Timestamps
Completed	Security Checked	2/25/2021 5:39:40 PM
Payment Events	Status	Timestamps

Certificate Of Completion

Envelope Id: 51181EF6601C4800A40A4A6F0240C2F9

Status: Completed

Subject: Intent to Award - RFQ #96161 Gaiter Masks Coverings

Source Envelope:

Document Pages: 12

Signatures: 1

Envelope Originator:

Certificate Pages: 2

Initials: 0

Procurement Resource Group

AutoNav: Enabled

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Envelopeld Stamping: Enabled

Nashville, TN 37219

Time Zone: (UTC-06:00) Central Time (US & Canada)

prg@nashville.gov

IP Address: 170.190.198.185

Record Tracking

Status: Original

Holder: Procurement Resource Group

Location: DocuSign

3/4/2021 8:32:08 AM

prg@nashville.gov

Signer Events

Signature

Timestamp

Michelle A. Hernandez Lane

michelle.lane@nashville.gov

Chief Procurement Officer/Purchasing Agent
Metro

Security Level: Email, Account Authentication
(None)

Michelle A. Hernandez Lane

Signature Adoption: Pre-selected Style
Using IP Address: 170.190.198.185

Sent: 3/4/2021 8:35:26 AM

Viewed: 3/5/2021 7:04:42 PM

Signed: 3/5/2021 7:05:04 PM

Electronic Record and Signature Disclosure:

Not Offered via DocuSign

In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events

Status

Timestamp

Certified Delivery Events

Status

Timestamp

Carbon Copy Events

Status

Timestamp

Terri L. Ray

Terri.Ray@nashville.gov

Senior Procurement Officer

Metropolitan Government of Nashville and Davidson
County

Security Level: Email, Account Authentication
(None)

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Sent: 3/5/2021 7:05:04 PM

Electronic Record and Signature Disclosure:

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Witness Events

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Notary Events

Signature

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Envelope Summary Events

Status

Timestamps

Envelope Sent

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3/4/2021 8:35:26 AM

Certified Delivered

Security Checked

3/5/2021 7:04:42 PM

Signing Complete

Security Checked

3/5/2021 7:05:04 PM

Envelope Summary Events	Status	Timestamps
Completed	Security Checked	3/5/2021 7:05:04 PM
Payment Events	Status	Timestamps